

## RENEWABLES POLICY COMMITTEE COMMITTEE WORKSHOP

BEFORE THE

CALIFORNIA ENERGY RESOURCES CONSERVATION

AND DEVELOPMENT COMMISSION

In the Matter of: )  
)  
The Design of the New Solar Homes ) Docket No. 06-NSHP-1  
Partnership )  
)

CALIFORNIA ENERGY COMMISSION

HEARING ROOM A

1516 NINTH STREET

MONDAY, JUNE 12, 2006

9:30 A.M.

Reported by:  
Peter Petty  
Contract No. 150-04-002

PETERS SHORTHAND REPORTING CORPORATION (916) 362-2345

COMMISSIONERS PRESENT

John Geesman, Presiding Member

Jackalyne Pfannenstiel, Vice Chair and Associate Member

ADVISORS PRESENT

Melissa Jones

Tit Tutt

STAFF PRESENT

Bill Pennington

Smita Gupta

Sandy Miller

Elaine Hebert

CONSULTANTS TO STAFF

Bruce Wilcox, Berkeley Solar Group

Charles Eley, Eley Associates

STAFF CONTRACTORS

Thomas Hoff, Clean Power Research

ALSO PRESENT

Rob Hammon, ConSol

Juliette Anthony, Californians for Renewable Energy

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ALSO PRESENT (Continued)

Bill Kelly, Powerlight

Mike Keesee, SMUD

Joseph McCabe, Energy Ideas/SMUD

Kirk Uhler, DRCI

Noah Horowitz, NRDC

Dick Lowry, Sharp Solar

Tom Hamilton, CHEEPS

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## P R O C E E D I N G S

9:30 a.m.

PRESIDING MEMBER GEESMAN: This is a workshop of the California Energy Commission Renewables Committee on the Design of our New Solar Homes Partnership. I am John Geesman, the Presiding Member of the Renewables Committee.

To my right is Commissioner Jackalyne Pfannenstiel, named on Friday as the new Chair of the Energy Commission. To my left, Melissa Jones, my staff advisor.

Commissioner Pfannenstiel has taken the lead in the development of the Energy Commission New Solar Homes Partnership, and I would like to turn the workshop over to her.

CHAIRPERSON PFANNENSTIEL: Thank you, Commissioner Geesman. This is an opportunity today, the first of what will probably be several opportunities to hear from the stakeholders on the design of the Solar Program.

I think everybody in the room is aware of the fact that the Solar Program is being restructured starting January 1 of next year into two segments. One segment that the Public Utilities Commission will be primarily responsible for establishing and administering. The other that the Energy Commission has the lead in.

We have designed or we are in the process of designing our program to affect a very specific market

1 segment. That is the segment that is new residential  
2 construction. Unless this sounds like a small segment, we  
3 know that in the last couple of years, there have been  
4 something like 200,000 homes built in California.

5 It is precisely those homes and precisely the fact  
6 that these homes are being built in the hottest central air  
7 conditioning areas of the state that have us seeing this as  
8 an opportunity to make a significant change by installing  
9 solar panels on those homes.

10 Having said that, the other equally important  
11 aspect of how we intend to influence the construction of  
12 these homes is that we are going to couple the solar  
13 applications with higher levels of energy sufficiency. We  
14 know and have said often that energy efficiency is the most  
15 effective way of reducing energy consumption of providing  
16 additional meeting resource needs and so this is an  
17 opportunity for us to bring the energy efficiency together  
18 with the solar applications. Accordingly, we believe to  
19 create a very effective and sustainable industry over the  
20 long run.

21 We brought this together in what we are calling a  
22 partnership, and the partnership aspect here is that it is  
23 the Energy Commission working, of course, with our  
24 colleagues at the Public Utilities Commission, but also  
25 working with the solar community and working with the

1 builder community.

2           The Energy Commission has a long history of  
3 working with home builders in California because of our  
4 responsibility under the Building Energy Efficiency  
5 Standards Title 24. We want to work with the builders to  
6 help develop this program, which is effective and  
7 sustainable.

8           We are at an early stage of the program  
9 development. The staff has put out a report that I believe  
10 you've all seen and we will talk more about in a minute.  
11 That is a starting point as far as we are concerned. There  
12 is an awful lot of information that we are still pulling in.  
13 There are parts of this Staff proposal, which I believe will  
14 be relatively uncontroversial as we go forward today.

15           There are other parts where people in the room  
16 today have a lot of information that we need to hear from,  
17 questions, concerns, issues, analysis, whatever it takes to  
18 help us develop a better program, one that we as a  
19 Commission will adopt later this year to implement the  
20 beginning of next year.

21           I think we should go right into the Staff  
22 proposal, and we are going to divide it into two parts. Tim  
23 Tutt, who is my advisor, will walk through one part of what  
24 is in the Staff proposal, and Bill Pennington and Smita  
25 Gupta will do the second part.

1           Why don't I turn it over to Tim.

2           MR. TUTT: Thank you, Chairperson Pfannenstiel.

3   If I may, a few housekeeping items at the beginning. As  
4   most of you have been here before, you probably know that  
5   the restrooms are right outside here in the corner. If you  
6   are out there and have a temptation to leave the building by  
7   that door, please resist it because an alarm will go off.  
8   It shuts off pretty quickly, but it tends to disrupt the  
9   proceedings here a little bit.

10           The other thing that might disrupt the proceeding  
11   is cell phone calls. Please turn your cell phones off. Of  
12   course, there will be public comment at this workshop. If  
13   you wish to speak, please fill out a blue card and provide  
14   it to either Dianna Chong sitting at the table or to Jeff  
15   Wilson, and it will be brought up to the Commissioners to  
16   call on you when the time comes.

17           I am standing here doing this presentation for a  
18   particular reason. My colleague, Jeff Wilson, has taken  
19   another position and is leaving the Commission by the end of  
20   the month. It would be remiss of me to stand here today and  
21   go through this without giving due credit to Jeff for the  
22   hard work that he's done. We wouldn't be here today at this  
23   podium, I wouldn't be here and we wouldn't be here at this  
24   workshop without the many hours and the grand degree of  
25   thought that Jeff has put into this work as the Staff Lead



1 of the New Solar Homes Partnership. So, I just wanted to  
2 commend him and wish him good luck as he moves forward into  
3 his new life and new position.

4 In this presentation, I am going to give a little  
5 bit of a background, not much because we all here probably  
6 know pretty much what has been going on in California, what  
7 the background is. I am going to talk about the eligible  
8 new solar homes participants and technologies, incentive  
9 funding and structure, and the administrative procedures and  
10 structure that we plan to follow.

11 As Chairman Pfannenstiel suggested, there will be  
12 more detailed presentations to follow about the incentive  
13 structure, and particular the performance aspects of it, and  
14 about the analysis that goes behind the incentive structure  
15 that we developed.

16 In summary, we are in a transition as we  
17 mentioned. The baseline we have is the existing programs  
18 today. The Emerging Renewable Program here and the Self-Gen  
19 Program at the Public Utilities Commission.

20 These programs have accomplished a lot in  
21 California. As you can see by the chart, approximately 150  
22 MWs of solar, distributed solar installed in California  
23 since 2000. The next generation, the CSI Program at the PUC  
24 and its component here, the New Solar Homes Partnership, aim  
25 to get 3000 MWs by 2016, a significant increase in solar in

1 California.

2           The New Solar Homes Partnership, the subject of  
3 this particular workshop, is going to cover as you probably  
4 know, but just to make sure that it is there, new  
5 residential buildings only. Production homes is the main  
6 focus and the main market of the program.

7           Affordable housing is another significant  
8 component and we will be talking about that incase you guys  
9 have missed the notice in a workshop tomorrow going through  
10 a significant amount of thought and public comment about  
11 affordable housing in both programs here and at the CPUC.

12           We also have multi-family apartments, which is  
13 perhaps somewhat different than production home buildings  
14 and custom homes, there won't be very many of presumably,  
15 but still will be part of the program.

16           We intend in this program to specifically target  
17 and work as Chairperson Pfannenstiel said, with the builders  
18 and the developers, affordable housing stakeholders, and the  
19 utilities to make it a true partnership.

20           The Commission's Integrated Energy Policy Report  
21 in 2005 provided some policy principles for developing a new  
22 solar program in California. In six of the nine policy  
23 principles are covered in the initial design of this  
24 program.

25           First, high performing systems resulting in cost

1 effective public funding. Second to target PV installations  
2 to climate zones with high peak demand for air condition  
3 where PVs will have the most benefit to the grid.

4 Third and fourth, to establish a performance-based  
5 incentive structure with long-term declining incentives, and  
6 one of the more important ones in our minds is to leverage  
7 energy efficiency improvements to integrate high energy  
8 efficiency and consider time-of-use energy in the program.

9 Finally, to incorporate PVs into the 2008 Building  
10 Energy Efficiency Standards. This last point, we were not  
11 incorporating PV has a mandate in the standards, but we are  
12 incorporating them as something that is integrated with  
13 structures of the standards. It is a topic that my  
14 colleague Bill Pennington will talk about in more detail  
15 later.

16 The other three IEPR policy principles we expect  
17 to phase into the final program, hopefully in the design  
18 stage, but in some cases, for example, advanced metering, we  
19 may have to phase in as the advanced metering phases in. We  
20 do expect to have advanced metering time variant pricing  
21 eventually a viable significant utility role and  
22 incorporation of solar thermal technologies in the program  
23 as expressed in the IEPR.

24 The eligible participants in technologies in the  
25 program, as I said, new homes in IOU service territories.

1 The three IOU service territories plus Bear Valley have  
2 participated in the program to date. We will hope to and  
3 will work with publicly-owned utilities to coordinate  
4 statewide, but they are participants without some  
5 coordination are not eligible for this particular funding  
6 source for this program.

7           Either the builder or the homeowner or the  
8 installer could get the incentive. We intend to set out an  
9 incentive, and we would like public comment as to whether  
10 there should be any restrictions or considerations about who  
11 gets it.

12           The technologies included in the program are  
13 photovoltaic, including tracking PV and concentrating PV are  
14 the main components of the program. We expect these  
15 technologies as in the past would have to be certified in  
16 some fashion, and we do expect that the certification  
17 process that we have employed in the past will be upgraded  
18 and again, Bill Pennington will talk about that in some  
19 detail later.

20           Tracking PV and concentrating PV shouldn't be a  
21 large portion of the program initially. They may grow as  
22 they do. We would have to have them certified and be able  
23 to work through the simulation model for the characteristics  
24 specific to those programs as they become part of the  
25 program.

1           Solar thermal electric generators, in the past,  
2 they have been eligible for the Emerging Program, there has  
3 been no participation. We are not sure about including them  
4 in this program or to continue to include them in the  
5 remaining part of the Emerging Program.

6           Solar thermal heating and cooling, again, is  
7 something we will be incorporating into the program as we  
8 figure out exactly what to do there. We would like public  
9 comment on that. There are some activities going on to try  
10 to understand that in more detail, but we are not ready to  
11 talk about any program proposal for them at this point.

12           Other eligibility requirements, obviously there  
13 needs to be a high level of energy efficiency, and I will  
14 get to that. We have had a concept of having a metering and  
15 rate design requirements in the program that was in the  
16 Staff proposal, and, again, we probably will have to be  
17 phasing those in as we haven't really fully decided how to  
18 incorporate advanced metering and rate design. Those  
19 processes are on their own tracks to some degree and have to  
20 be coordinated with this.

21           We have in the past had a metering requirement for  
22 the systems for a meter that the customer can read, and we  
23 will continue that and may alter that as we move forward  
24 into the new program.

25           We do expect high levels of energy efficiency as

1 we build these new solar homes. We know there are readily  
2 available to energy efficiency measures out there to go  
3 beyond Title 24. We feel like incorporating energy  
4 efficiency can lead to smaller and less expensive PV systems  
5 where it makes sense, and it will maximize the use of  
6 societal resources in those cases.

7           This incorporation honors the state loading order  
8 priority as it delivers energy efficiency and renewables at  
9 the same time. The lowest level under consideration under  
10 the program is 15 percent better than Title 24, the common  
11 Energy Star requirement for Energy Star Homes Programs in  
12 California. Much higher levels are under consideration,  
13 Building America often does 30 or 40 percent better than  
14 Title 24, and so we do feel like that is feasible and cost  
15 effective in many circumstances, and we are trying to  
16 understand what to require there.

17           Energy Star appliances and high efficacy lighting  
18 are part of the picture. I also like to say we are  
19 considering still a two-tier incentive where there is a  
20 minimum level requirements for energy efficiency to get the  
21 basic solar incentive than a higher incentive for much more  
22 significant levels of energy efficiency in your system or in  
23 your project.

24           The basic incentive structure we are looking at is  
25 an expected performance based incentive. As I said, a

1 probably enhanced incentive for higher energy efficiency.  
2 An expected performance based incentive is paid up front,  
3 but it is based very significantly on the performance, the  
4 expected performance of the system. Again, Bill Pennington  
5 has some data and some details on this and will show it to  
6 you later.

7           We also will be looking at affordable housing and  
8 on-going. In the current program, affordable housing has a  
9 25 percent higher rebate than the standard rebate and has  
10 some energy efficiency requirements. There has been good  
11 participation, but we do want to increase the percentage  
12 participation for affordable housing, so we are trying to  
13 understanding with affordable housing stakeholders exactly  
14 how we design a program that makes sense for that structure  
15 to really get significant interest.

16           Again, solar thermal will happen later. We also  
17 expect to provide ancillary assistance to stakeholders in  
18 the form of training, recognition of significant  
19 participants of good practices, technical support, and a  
20 significant marketing and outreach program that establishes  
21 a good brand for solar in the state.

22           I will speak a little bit about PV performance  
23 issues. We have been dividing them into three categories.  
24 There is design and installation factors, which effect the  
25 performance of the system over time, but really are

1 determined as a system is installed. The location of the  
2 system, where in the state it is, the tilt, the orientation,  
3 site characteristics such as shading, the design of the  
4 system, how the modules interact with each other and the  
5 inverter. All of these are determined up front.

6 Then there is on-going normal performance factors  
7 that effect the performance of the system. They can get  
8 dirty if there is not much rain, if the consumer is not  
9 washing them off. Shading can change over time as trees  
10 grow or other things happen with your house or your  
11 neighbor's house. It will degrade at some rate over time  
12 and have slightly less performance year-to-year. There is  
13 significant weather variability from year to year.

14 Finally, there is some infrequent, but significant  
15 factors, inverter failure or fuses that fail or blow. It  
16 can cause the whole system to go down, but you don't expect  
17 it to happen on a regular basis.

18 The point of this slide is that our expected  
19 performance based incentive is targeted primarily at the  
20 first set of factors generally. That is the factors that  
21 can be affected when the designer, the installer, and the  
22 builder are right there working on how the system is going  
23 to be put together and perform over time.

24 We do expect that consumers and others will take  
25 care of the on-going normal performance factors, mother



1 nature with rain helps out with washing the dirt off at the  
2 times. I think for the infrequent, but significant factors  
3 such as inverter failure, we feel like a long-term  
4 performance based incentive could cover those, but it would  
5 have to be long term to really cover the timing of those  
6 kind of expected inverter failures.

7 A monitoring program might also cover them,  
8 monitoring and education program as you move forward and you  
9 understand that your system or somebody tells you that your  
10 system is no longer working.

11 Here is the proposed incentive level starting out  
12 at \$2.25 a Watt in the year 2007 and decreasing 25 cents a  
13 Watt by 10 percent a year effectively. The 10 percent would  
14 be 23 cents a Watt, and I've kind of rounded these off here  
15 to 25 cents a Watt initially and 20 cents a Watt in the last  
16 five years just to be more consistent with percentages and  
17 give them more reasonable interpretation of incentive  
18 levels. It is sort of easier to say \$2.25 than \$2.09 for  
19 example.

20 That will lead presumably to these volume amounts  
21 and the annual budgets that you see here as up to about \$300  
22 million and 400 MWs, and these are based on the incentive  
23 analysis model that Tom Hoff has developed and will be  
24 presented later.

25 Trigger mechanism we are still considering a

1 volume and time trigger, so that the volume trigger would be  
2 enacted when a certain number of MWs of confirmed  
3 reservations come into the house. We will insure the budget  
4 for our goal and provides an automatic reaction to market  
5 growth.

6 We anticipate learning from experience earlier  
7 this year to include a one-month lag in this trigger for  
8 market notice. In other words, when we think we are getting  
9 to the volume trigger, the MWs for the next an incentive  
10 drop will happen one month after we get there or some other  
11 way of establishing market notice that this is about to  
12 happen.

13 The time trigger. Currently our program drops  
14 rebates automatically every six months. The structure I  
15 presented in the previous slides suggest it every year. We  
16 could divide the rebate levels in half and do it every six  
17 months still to have a little bit less of a change from time  
18 to time. The advantage is including this type of trigger is  
19 it provides some market pole in slow periods.

20 We have learned in the current program that when  
21 that rebate level drops, you get a significant spike in  
22 interest in the program. It also insures to some degree the  
23 timing for the goal. We anticipate this to be a sustained  
24 ten-year program and the volume trigger addresses that time  
25 frame.

1           We continue to believe that we should have  
2   adjustment flexibility to react to market conditions that we  
3   see.

4           Those last two slides, you won't find much in the  
5   staff report on that information. Those have been developed  
6   recently based the work that we have had Tom Hoff working on  
7   us for us, so I wanted to make sure that you are aware of  
8   those in this meeting and to be able to provide comment on  
9   what we are thinking of doing.

10          Again, ancillary assistance. We are going to be  
11   developing guidelines and technical support for builders and  
12   installers training programs and video for builders and  
13   installers, HERS raters, building inspectors, and so forth.  
14   We want to establish a strong branding campaign, an outreach  
15   program to help achieve our goals. We do feel like we need  
16   some basic market research to get what really will work in  
17   California, not just a willingness to pay analysis, but some  
18   understanding of what will really drive the consumer to  
19   understand the benefits of solar for them in the long run.

20          The specifications, we do expect to continue of a  
21   first come/first serve program with a 24 month reservation  
22   period as opposed to the current 9 to 18 months. It is a  
23   longer reservation period, it is more consistent with the  
24   builder time frame. A new thing for our proposal next year  
25   is that we do want to piggy back on the process that is

1 established for new production homes already, to have third-  
2 party inspections for some of the energy efficiency  
3 installations in a building or a new home. We will hope to  
4 piggy back on that HERS rater or Home Energy Rating System  
5 structure to have field verification prior to payment for  
6 the solar systems as well. Again, Bill Pennington will be  
7 talking about this in more detail.

8           We do expect their is significant benefits to  
9 having strong coordination with advanced metering  
10 infrastructure, and we will roll that into the program, but  
11 as you probably all are aware, the advanced metering roll  
12 out is not proceeding as fast as expected, and we have a bit  
13 more time perhaps to consider exactly how that becomes part  
14 of the program.

15           We do want and suggest that we will contract out  
16 the basic administrative function of this program. The  
17 processing of reservations and the checking and sending back  
18 of a confirmed reservation and so on, and we certainly will  
19 consider a variety of entities that might be a feasible  
20 entity for taking on that function including the investor-  
21 owned utilities as called out in the staff report.

22           We do expect to include periodic evaluations of  
23 the program to understand how it is going, what we need to  
24 change, what we need to do to make it better.

25           In summary, the benefits to California we feel of

1 this program is that we will some new tools available, the  
2 incentives, the calculation tool, and the protocols will  
3 motivate and enable builders to deliver really high  
4 performing PV systems that have a significant energy  
5 efficiency component in the houses that are constructed.

6 The information and the process that we are  
7 developing is a direct extension of the current Title 24  
8 infrastructure, so it fits right in with the builder process  
9 and extends it to clean distributed generation in the form  
10 of renewable photovoltaic.

11 We have an expected performance based system that  
12 provides the builders with up front rebates where, again,  
13 the real meat of establishing what the performance  
14 characteristics of the system occur. There will be a  
15 priority in the program on sunnier hotter climates where  
16 building starts are concentrated where peak demand is  
17 greater and where impacts on system reliability are the most  
18 severe.

19 Finally, this meets the Commission's objectives  
20 for photovoltaic in combination with high-energy efficiency,  
21 and we think it is a good start to developing a sustainable  
22 new home solar industry in California.

23 With that, I think Chairperson Pfannenstiel, we  
24 should probably have the other presentations and take any  
25 comments and questions later.

1 CHAIRPERSON PFANNENSTIEL: Yes, Bill and Smita.

2 MR. PENNINGTON: Thank you very much, Chairperson  
3 Pfannenstiel, Commissioner Geesman. My name is Bill  
4 Pennington, and I am the Manager of the Buildings and  
5 Appliances Office at the Energy Commission. Primarily what  
6 our office does is develop and implement the standards  
7 programs at the Energy Commission.

8 This program, the New Solar Homes Partnership  
9 Program is focused primarily on our customer base if you  
10 will for the standards program. We have been working with  
11 the building industry in trying to accomplish highly energy  
12 efficient buildings for 25 years now, and we have developed  
13 a lot of techniques for how to approach that that are basic  
14 to the infrastructure for building homes these days.  
15 What we are trying to do is extend that to the New Solar  
16 Homes Partnership Program.

17 This first slide shows the Technical Development  
18 Team that we have working on this part of the project.  
19 Smita Gupta is the Technical Lead of the project. She is a  
20 fairly recent graduate Master Degree Program in Solar  
21 Architecture at Arizona State University and is a Ph.D.  
22 candidate at Carnegie Mellon University, so we really  
23 benefit from her technical skills.

24 We also benefit from the two consultants here that  
25 are on the team that have long experience working on the

1 building standards and are nationally recognized in building  
2 energy efficiency and solar, both Bruce Wilcox who is next  
3 to Smita and Charles Eley.

4 We have been developing a software tool that would  
5 be used for doing calculations for this program. We chose  
6 public domain algorithms that were available for determining  
7 solar performance and wanted to get those into a software  
8 form so that it could be easily used, so we have hired Dr.  
9 William Beckman from the University of Wisconsin Solar  
10 Energy Lab to develop a piece of software based on the  
11 algorithms that he developed. You may very well know of Dr.  
12 Beckman. He originally developed the F-Chart Program and  
13 has a long history in Solar Science.

14 We also have several of the best known people in  
15 the industry that are technical advisors to the work, Bill  
16 Brooks, Chuck Whitaker, Tom Hoff, and Jeff Newmiller.

17 This next slide repeats the policy principles that  
18 Tim had shown before. These are the things that are really  
19 driving this technical work. In particular, the last bullet  
20 here, we were charged by the IEPR to develop for the 2008  
21 Building Energy Efficiency Standards a mechanism to address  
22 photovoltaic and high energy efficiency in the standards.

23 We had started work on that when along comes the  
24 CSI, the New Solar Home Partnership effort here at the  
25 Commission. So, we are planning to adopt those standards

1     sometime in 2007, but the technical work to prepare for that  
2     has been accelerated so that it would be available for the  
3     New Solar Homes Partnership and so that the standards would  
4     be quite consistent with what is developed for the  
5     Partnership Program.

6             Our intention is in addition to meeting the IEPR  
7     policy principles is to extend building standards methods.  
8     Building standards are fundamentally performance standards.  
9     We develop compliance software for the use of builders and  
10    energy consultants to evaluate their programs and optimize  
11    performance. We would expect to extend that compliance  
12    software to have PV production calculations within that  
13    software so it would be packaged in one product that would  
14    be available to builders and would be usable by the solar  
15    industry and by the energy consultants that advised the  
16    builders.

17            Since 1998, a very strong component of our  
18    Building Standards Program has been a third-party inspection  
19    process for energy efficiency measures, particularly  
20    measures that are somewhat prone to construction issues.  
21    So, our intention here is to extend that infrastructure and  
22    processes to address proper installation of PV systems.

23            We also have a history of relying on certification  
24    programs for components that go into buildings. We have  
25    programs for appliances, for our appliance standards. We



1 have programs that rely on the National Fenestration Rating  
2 Council for Windows. We have the Cool Roof Rating Council  
3 certifies cool roof products. We are quite used to that  
4 kind of approach for certification and it has high value.  
5 We see extending that into PVs, along the lines of what the  
6 Commission has done in the ERP Program in the past, but a  
7 little more strongly perhaps.

8           Since the 2005 standards, the Commission has been  
9 using time-dependent valuation as a way to attribute value  
10 to energy by time-of-use and recognize that in calculations.  
11 We would expect to roll that into our calculation approach.

12           We are working on a calculation methodology here  
13 that illustrated by this chart. On the left side, we would  
14 be using official weather files from the building standards  
15 that have solar radiation and ambient temperature and wind  
16 characteristics.

17           We would be assessing the information about module  
18 performance characteristics in the model. We would be  
19 addressing design and installation factors, such as the  
20 mounting method, wiring configuration, the orientation and  
21 the tilt of the array, and any shading obstructions that  
22 exist.

23           The inverted performance characteristics would be  
24 accounted for, and we would look to the inverter read out as  
25 one mechanism in our fuel verification that I will talk

1 about a little bit later.

2           Basically, this in a nut shell is the calculation.  
3 We are working on a interface for this piece of software  
4 that is very user friendly easy to use. There are a few  
5 inputs here. The first, the PV module would be a drop-down  
6 menu that would be a look up of the certified PV modules and  
7 would have their tested parameters in a look up menu. The  
8 mounting would also be in a drop-down menu. You would enter  
9 number of modules, number of parallel strings, the slope,  
10 the azimuth.

11           The invertor would be, again, a drop-down menu  
12 look up that would have the currently certified data related  
13 to invertor performance that exists now with the ERP  
14 Program. You would be looking up a city from the standards  
15 list of cities, so there would be drop-down file for that.  
16 That city would pull the weather file, would pull the  
17 latitude, the wind, and all of those characteristics would  
18 be automatically pulled when you chose a city.

19           You would indicate whether there would be no  
20 shading on the array and the program would be trying to  
21 encourage that, or whether there is some known shading that  
22 needs to be addressed. If there is shading, there would be  
23 kind of a second level of input that is shown here whereby  
24 between cardinal orientations, you would indicate the  
25 distance to the obstruction and the height of the

1 obstruction above the PV modules, and then the calculation  
2 would proceed.

3 The results would be shown both monthly and an  
4 annual total in terms of KWh production and also time  
5 dependent valued weighted production.

6 The next slide relates to this no shading  
7 criterion. We have been looking at a simple criterion that  
8 looks at the avoidance of shading in simple terms and see  
9 this criteria of having the distance from the array of the  
10 obstruction being at least twice the height distance as a  
11 good kind of rule of thumb that would rule out no shading.  
12 That would be a simple way to check. So, if installations  
13 avoided that, they could be modeled with no shading as the  
14 assumption.

15 Virtually all possible obstructions would be  
16 considered in this approach. You can see the various  
17 obstructions that are on the roof here in this diagram.  
18 Those kinds of things would be looked at. Also, we would be  
19 expecting that the shading from trees that are planted and  
20 the shading criteria would be considering the expected  
21 mature height of the trees.

22 We've been doing some validation of the production  
23 model relative to data that the Sacramento Municipal Utility  
24 District has allowed us to use related to Premier Gardens  
25 Subdivision. This is just a comparison of the prediction

1 for west, south, and east orientations of arrays compared to  
2 the actual metered data that SMUD has metered there. We  
3 believe this is a pretty good match.

4 In terms of certification, we are expecting that  
5 there would be a third party certification process for PV  
6 modules that would certify the inputs that the 5 parameter  
7 model would use for doing the calculations for the modules.  
8 Those parameters are listed here. Those values are normally  
9 measured by manufacturers, so the thing that is new here is  
10 the certification of those values to the Commission, all of  
11 those values and the potential to have an administrative  
12 mechanism similar to the NFRC or the Cool Roof Rating  
13 Council that is a third party that would do verification of  
14 that certification.

15 Maybe the Power Mart Program or some program like  
16 that using the tests that are specified in ASTM E 1036 and  
17 based on laboratory verification.

18 In terms of the inverter, this would be the same  
19 certification that is currently being done under the ERP  
20 Program.

21 Related to fuel verification, we would expect to  
22 extend the fuel verification process that is used for the  
23 building standards. That process is widely being used now  
24 as a verification for Title 24 compliance, for utility new  
25 construction programs, Energy Star, and recently getting

1 into the federal tax credits. This is a process that the  
2 tires have been kicked on, you know, pretty hard over the  
3 past several years.

4 Basically, the notion is that the installer would  
5 test and certify the performance of every system, and then  
6 there would be a Home Energy Rating System rater that would  
7 verify and test a sample of the systems. The HERS rater is  
8 basically under contract to the builder to provide this  
9 quality control service and under the supervision and  
10 oversight of Home Energy Rating System providers.

11 There is currently three providers that the Energy  
12 Commission has approved, CHEERS, CalcCERTS, and the  
13 California Building Performance Contractor's Association,  
14 and currently there are over 1,000 raters that have been  
15 trained by these providers and certified and are under the  
16 supervision of these providers.

17 It is the Energy Commission's job to be very clear  
18 about what the fuel verification protocols are and to get  
19 that information out to all people who need it. We would  
20 intend to have it be approved as appendices to the program  
21 guidebook and to the standards.

22 Also the Commission directs the HERS providers to  
23 provide training to the HERS raters on the fuel verification  
24 protocols so that we know that process is in place. We  
25 review curriculum and approve the providers for doing that

1 function.

2           In general, we see the fuel verification process  
3 being divided into three steps, three categories of  
4 checking. A visual inspection, a shading evaluation, and a  
5 performance verification.

6           The visual inspection is all about looking at the  
7 characteristics of the system. Did the right module get  
8 installed, the right invertor, are they the same as were  
9 specified in the calculation, to look at the orientation and  
10 the tilt, from observations are these basically the same as  
11 was what was in the calculation.

12           The shading evaluation would be looking first to  
13 see if the no shading criterion is met and also to check for  
14 any shading obstructions that would be included in the  
15 calculations, included looking for trees related to the  
16 shading that they could have on the system.

17           The performance verification would be a process of  
18 in the field measuring the solar radiation at the site and  
19 the ambient temperature and looking up the expected output  
20 for those measured conditions on a table that would be  
21 generated by the Energy Commission's PV software, and then  
22 to verify the AC output displayed on the invertor relative  
23 to that look up table.

24           The next chart is an example of what this table  
25 might look like that would be printed out by the software.

1 This would be unique to each installation, so unique to the  
2 modules, invertors. For each installation, you would get a  
3 table that shows solar radiance versus ambient temperature,  
4 and so the installer would check both the solar radiance and  
5 the ambient temperature and would find the appropriate cell  
6 on this table that would be the AC output. They would do  
7 that for every system.

8 The fuel verifier, the HERS rater that is doing  
9 field verification, would do the same thing on a sample  
10 basis, and they would be looking for this entry and then  
11 checking that against what the inverter display shows.

12 This chart is just conceptual drawing of time  
13 dependent valuation. In the past, annual energy use, the  
14 horizontal red line there has been sort of the way people  
15 have thought about energy use and did not consider the value  
16 of the energy varying over time, varying on a daily basis  
17 with lows and highs. What time dependent valuation is  
18 trying to do is trying to account for those variations.

19 Time dependent valuation was developed for the  
20 2005 Building Energy Efficiency Standards, was adopted by  
21 the Commission in November of 2003 for use in the 2005  
22 Building Energy Efficiency Standards. A very similar  
23 process was decided to be used by the PUC for the 2006 to  
24 2008 Energy Efficiency Program planning process.

25 The places time of use waiting on energy during

1 peak periods, the fundamental values account for statewide  
2 marginal electricity generation and transmission, and  
3 regional marginal distribution costs.

4 The method is really emphasizing values for  
5 variation by time of day and by season. It also captures  
6 where there are significant differences between regions on  
7 marginal systems' costs.

8 This is an example of what the production would  
9 look like using our model comparing three different  
10 climates, Climate Zone 1 Arcata, the North Coast, a little  
11 sliver. If you look on the map, Climate Zone 1 is right up  
12 the Oregon border. Sacramento and Climate Zone 15, the area  
13 down at the southern part of the state that has Palm Springs  
14 in it.

15 This information shows both the KWhs that are  
16 calculated by the tool and also time dependent valuation  
17 weighted energy. So, basically, across climates. What we  
18 did here is we used Sacramento as a base reference. Both  
19 the KWh and the time dependent valued energy for Sacramento  
20 for south is given a weight of "1" and then the other  
21 climate zones are compared relative to that, and the other  
22 orientations are compared relative to that.

23 From a climate zone advantage point, you are  
24 seeing time dependent valuations, which are the red bars and  
25 the blue bars are KWhs. That legend is there. For Arcata,



1 the production is a little bit more than 80 percent of the  
2 Sacramento South production.

3 For Palm Springs, the production is about 110  
4 percent in terms of TDV energy, the red bar, relative to  
5 Sacramento production.

6 One of the things that is happening here is that  
7 the big emphasis on time of day and time dependent valuation  
8 heavily affects the comparison between west and east. The  
9 west hours are significantly more highly weighted because of  
10 the peak energy in the afternoon. We are seeing that the  
11 south orientation being the preferred orientation, but the  
12 west orientations under TDV are boosted, and the east  
13 orientations under TDV are dampened. So, you are seeing a  
14 more direct comparison between west and south and a bigger  
15 spread from east with this valuation process.

16 What we are proposing is an expected performance  
17 based incentive structure. It would be based on the PV  
18 performance calculator, it would use TDV to place priority  
19 on particularly the peak production times, and that would  
20 emphasize sunnier climates.

21 There would be higher incentives for more  
22 efficient PV systems. PV systems that were installed with a  
23 better orientation, better tilt, those would be incented,  
24 and there would be a disincentive that varied in the  
25 opposite direction.

1           The process would be to compare the actual  
2   installation to a reference system, so there would be a  
3   reference system so there would be a reference system and a  
4   reference location, and that would be the base line, and  
5   then the actual system would be compared to that.

6           We have been thinking about what should be the  
7   characteristics of the reference system, and we have  
8   considerable information about the Premier Gardens  
9   Development and view that as a reasonable reference case.  
10   We think that the Sacramento area is a moderate area, so  
11   what we are proposing at this point is a reference based on  
12   Sacramento latitude, longitude, weather, and time dependent  
13   valuation, a south azimuth, a tilt that would be similar to  
14   what a BIPV system would have on a five and twelve pitch, so  
15   this might be a little bit lower tilt than what people might  
16   think of it, sort of optimal, but this is consistent with  
17   the construction practice we view. BIPV mounting, no  
18   shading, and we would look at standard losses in that  
19   calculation.

20           In order to implement this process, it is  
21   necessary for the Commission to be very clear about what the  
22   verification protocols would be that would be used by  
23   builders. In the past, builders have used those protocols  
24   as part of their specification documents so that installers  
25   would know what is expected of them. We would expect that

1 the same kind of thing would happen here. There would be an  
2 expected performance table that would go to the builder. It  
3 also would be available to the homeowner.

4 The Commission would be developing guidelines for  
5 proper tree planting and how to anticipate the expected  
6 height at maturity of trees. We have been working with the  
7 Sacramento Tree Foundation already to get their insight into  
8 how could we describe in a simple straightforward mechanism  
9 that would basically be grouping types of trees by height  
10 and by width of top.

11 The Commission would be responsible for making  
12 sure the training was available on this process. That is  
13 kind of a normal thing that we have to do here relative to  
14 accomplish this relative to building standards. We would  
15 expect to make this training available to builders, to the  
16 solar industry, to building officials, to HERS raters, all  
17 the people that need to be trained.

18 We have been, over the past several years,  
19 producing videos that would clearly show how you go through  
20 these processes in a medium that can be looked at remotely  
21 at the convenience of the people that need to get the  
22 training. So, we would expect to do that also.

23 CHAIRPERSON PFANNENSTIEL: Thank you, Bill. That  
24 is a lot to digest, and I for one am interested to hear what  
25 the other parties to this partnership believe work and

1 wouldn't work and might be difficult to do in this. It is  
2 clearly well thought out and it clearly integrates what we  
3 are planning to do with PV into where we have been with  
4 Title 24.

5 I think we should probably go on to the discussion  
6 of the incentive level analysis, get sort of all of this on  
7 the table and then we can entertain comments and questions.  
8 Sandy.

9 MR. MILLER: Thank you. I am Sandy Miller, and I  
10 work with Jeff in the Renewables Program. What Tim  
11 mentioned early in his analysis, and is a critical part of  
12 this whole analysis, is looking at the incentive levels and  
13 what we could potential do, what we might expect based upon  
14 various incentive levels and structures.

15 We want to get an idea of the outcomes based upon  
16 the various assumptions and gain insight into what we could  
17 expect. We have a technical support contractor KEMA. Dr.  
18 Tom Hoff is a sub-contractor under KEMA, and Tom will be  
19 presenting his latest work in progress on this issue.

20 The Commission doesn't necessarily endorse his  
21 results, but is interested in public input on his results  
22 that he has presented. With that, we will have Tom come up  
23 and give his presentation.

24 DR. HOFF: Thank you, Sandy. Chairperson  
25 Pfannenstiel, Commissioner Geesman, and all of the other

1 parties who are here thank you for the opportunity to  
2 present to you today.

3 I wanted to just take a minute and give you two  
4 compliments as Staff CEC. We do a lot of work throughout  
5 the United States and working with people who actually sell  
6 PV systems providing software, we do different consultant  
7 things.

8 One of the things that I've seen very very  
9 effective is to combine PV with efficiency, and I am  
10 thrilled to see what you are doing here because it makes  
11 sense, not only from a technical standpoint, but from a  
12 marketing standpoint as well.

13 You take a technology that is sexy like PV, but  
14 has more of a cost push. You take efficiency, which is not  
15 quite as sexy, and you put the two together, and you've got  
16 just a dynamic combination. You guys are such trendsetters  
17 here in California, that people follow stuff. So A+ on that  
18 one.

19 The second thing is I wanted to compliment you on  
20 your staff. As we go through this presentation today, this  
21 is a work in progress. This is not one of these consultant  
22 projects you pop in the numbers and out comes the results,  
23 there is thinking that goes along on this.

24 There is analysis that goes along on this, and I  
25 have been thrilled to be able to work with CEC staff.

1 You've got good people, smart people, and it is very very  
2 helpful.

3 With that, let me continue. What I would like to  
4 do this morning is to suggest an incentive level analysis.  
5 What I am going to present this morning -- actually one more  
6 step back. Let me acknowledge Ryan Wiser and Mark  
7 Bollinger, who were very much a part of this analysis as  
8 well. They have been very important in terms of developing  
9 this. So, they are other members of the team.

10 What I am going to present this morning, the  
11 objective is to present a proposed incentive level,  
12 incentive decline, trigger mechanism, and what does that  
13 look like from the market's perspective looking at the  
14 reasonableness of this from the perspective of the market.

15 In particular, what I am going to be integrating  
16 in this presentation is not just results, but methodology by  
17 which you get to those results. For example, there is a lot  
18 of talk about cost effectiveness, best cost effectiveness  
19 tests and how those apply in the market.

20 One of the challenges of this project has been how  
21 do you take standard cost effectiveness tests and pull it  
22 together to tell you what's going to happen in the market.  
23 We have really spent a lot of time trying to think through  
24 how do we do that.

25 Let me lay out a couple of program goals and key

1 assumptions that are involved in the analysis. We have  
2 assumed that there is going to be 400 MWs of PV  
3 installations. It is going to start as an incentive decline  
4 of \$2.25 per Watt. The incentives are going to decline 22  
5 1/2 cents per year until they get to zero.

6 From a market standpoint, we are assuming that the  
7 market is going to grow at 35 percent per year, which means  
8 every year it is going to get 35 percent bigger, and when  
9 you put those assumptions together, that results in a \$300  
10 million budget.

11 One more set of assumptions that we have done to  
12 perform this analysis is that as Bill has talked about, you  
13 are moving your incentive structure from a capacity-based  
14 incentive structure to an expected performance-based  
15 incentive structure. With that move, there is likely to be  
16 some adjustments that you are going to need to make in terms  
17 of the incentive levels and how those change over time.

18 We've talked a lot about how to present this, and  
19 we decided the best way so you can think about the incentive  
20 levels in terms of the current market is to present the  
21 incentives as calculated under your current ERP Program.

22 Once you set those levels, there is really a  
23 second step that needs to happen. How do you translate  
24 those levels to your new expected performance-based  
25 incentive. So, I am not doing that translation.

1           We are assuming an \$8.50 per Watt PV system price.  
2   This is based on an analysis over the last three years of  
3   the ERP Program data. Two KW PV systems that produce 3050  
4   KWhs per year. This is equivalent to about a 17.5 percent  
5   capacity factor, which is, again, validated through your RER  
6   reports in the past.

7           The electricity price is a highly sensitive one.  
8   As you know, we have rate structures that are very highly  
9   tiered that go from anywhere from 12 cents per KWh to 35  
10   cents per KWh. That assumption is driven by how big of a PV  
11   system do you put on and how big is your housing  
12   consumption, how many KWhs consume.

13           What we've assumed for this analysis is 2 KW PV on  
14   a house that consumes 8,000 KWhs per year. We assume that  
15   the 30 percent federal tax credit capped at \$2,000 is  
16   available throughout the life of the program, that customers  
17   finance the system through part of their home loan, a 6 3/4  
18   percent home loan, 30-year home loan, and as part of that  
19   home loan, they are going to get tax deduction benefits at a  
20   28 percent federal 9 percent state income tax bracket.

21           One other assumption we have on here is we are  
22   assuming a housing market of 120,000 houses growing at a  
23   rate of 5 percent per year.

24           Let me go through three steps of the presentation.  
25   One is I'm going to talk about the methodology. The second



1 is, I am going to show tabular results of the methodology,  
2 and finally I am going to show graphical results.

3 First of all, how does the method work. There are  
4 three steps to go through. First of all, you design the  
5 incentive structure in order to satisfy your program goals.  
6 The second step is you calculate the cost effectiveness.  
7 The third step is you determine the implied market demand.

8 Let me make a comment about this implied market  
9 demand here. Essentially, this is going to go through the  
10 analysis and says based on your goals and the cost  
11 effectiveness, this is what you need to believe is going to  
12 happen in the market as a result of your goals. That is  
13 essentially one of the key outputs of this method.

14 If you will notice across the top, you will see we  
15 have these three steps highlighted in green and in gray gray  
16 to tell you where we are because we are going to jump back  
17 and forth a little bit through this.

18 First of all the incentive structure needs to be  
19 consistent with program goals. As I said, we are going to  
20 calculate it using the current ERP incentive calculation  
21 methodology.

22 One of the items that is up for discussion,  
23 certainly within the CSI Program, a lot of comments are  
24 coming in this, as well as your program, do you use a volume  
25 based trigger or do you use a calendar base trigger.

1           Based on the analysis that we've done from an  
2     analytical standpoint, you can design the program either  
3     calendar based or volume based and land at the same result  
4     if you assume exponential market growth.

5           This is one of these real nice mathematical  
6     niceties that just happen to work out this way. If you look  
7     at, for example, filing that have been made by a number of  
8     solar parties to the CSI Program, and you plot the incentive  
9     decline versus the growth, it is linear to the exponential  
10    growth, which means if you have a market that is growing  
11    exponentially, you can design your program with a calendar  
12    trigger or a volume trigger. That is from an analytical  
13    perspective.

14           There are certainly different impacts whether you  
15    use a volume trigger or calendar trigger. You are going to  
16    accomplish different goals, but from the analytical  
17    perspective, it is a nice assumption that works out for us.

18           The second step is to calculate the cost  
19    effectiveness of the systems. Now this is a hard one  
20    because there is a lot of different tests and how do you  
21    define cost effectiveness. You've got tests out there that  
22    are net present value, internal rate of return, simple  
23    payback, simple payback with tax savings, break even, cash  
24    flow. There are all kinds of tests, which one do you want  
25    to choose.

1           We chose the net cash flow, essentially the first  
2   year net savings, and that is defined to be what are the  
3   benefits of the first year minus the costs in the first  
4   year. The thinking went along like this. You have a very  
5   nicely defined market of new homes. One of the things new  
6   homeowners are going to care about is how much did my  
7   mortgage go up and how much did my utility savings go down,  
8   and that seemed to be a logical test in comparing what was  
9   the increase minus the decrease, and the difference between  
10  the two is your first year net savings.

11           The costs include the loan payment for the PV  
12  system and also a projected inverter replacement cost. This  
13  is on the order of a couple of cents per KWh. We have  
14  included that in the test even though it does not occur in  
15  the first year.

16           The benefits are the first year utility savings in  
17  terms of cents per KWh, that is that 18 cents per KWh and  
18  the loan interest tax savings. This is the savings that the  
19  consumer is going to get by having a higher loan payment,  
20  they get more interest right off of their loan, so those are  
21  the four components.

22           There are a few things we don't have included. We  
23  did not include other maintenance costs. They are minor,  
24  should be minor because we have the inverter covered. We  
25  assume that the increased property value is incorporated and

1 reflected in the utility bill savings, and we have not  
2 calculated environmental and other benefits that consumers  
3 may include in the test.

4 One other comment that this first year test does  
5 not do, since this is a first year snapshot, it does not  
6 look at what is going to happen with electricity rates over  
7 the long term, so you can have a person buy at a slightly  
8 negative first year net savings knowing that my rates are  
9 going to go up and my savings are going to go up over time.

10 The third step is then to determine the implied  
11 market demand. We do this by estimating the total market  
12 potential and dividing the new solar homes partnership sales  
13 by total homes to get the percentage of penetration.

14 Now let's go through and actually show the  
15 numerical results in a tabulative format. This is the  
16 incentive structure that comes out of our assumptions of 400  
17 MWs per year, \$2.25 a Watt declining, one-tenth of that  
18 amount every year. The incentive starts at \$2.25. In order  
19 to satisfy your growth, your 35 percent growth projection,  
20 you need to start at 7 MWs, go to 10 the next year, 13 and  
21 so forth until in the final year, your incentive is 23 cents  
22 per Watt, and your volume is 109 MWs.

23 The second step is to calculate the cost  
24 effectiveness on a year by year basis. The way we do that  
25 is we take the incentive for that particular year combined

1 with our projected cost and other costs for that particular  
2 year to calculate the net savings. As you can see, the  
3 first year net savings is 2 cents per KWh for a customer who  
4 invests in 2007. That means their loan payment is going to  
5 be perhaps 28 cents, an inverter cost of 2 cents, which puts  
6 us at 30 cents in costs, and 28 cents in benefits. So,  
7 there is a difference for that first year.

8 That is not over the lifetime that their rate is  
9 going to go up, their savings is going to go up, but that is  
10 the very first year test.

11 Next we calculate the market sales by taking the  
12 volume, which is 7 MWs, dividing by a 2 KW PV system, which  
13 gives us 3,500 systems per year in 2007, divide it by our  
14 120,000 new homes, and that results in market sales of 3.1  
15 percent. When you go down to the 2016, you take the 109 MWs  
16 divided by 2 and divided by the projected number of new  
17 homes to get your market sales of 29.3 percent.

18 Finally, when you combine the two together, the  
19 net savings and the market sales is essentially your implied  
20 market demand. So, to read this chart, it says in the first  
21 year 2007, new home buyers are going to have a net savings  
22 of -2 cents and 3.1 percent of the market is going to buy  
23 that. Again, that number can be negative because that does  
24 not include estimates of what is going to happen with  
25 inflation with electricity rates. There is no hedging

1 involved in there at all.

2 Let's go through the same results graphically to  
3 show you what these look like on a graphical basis. This is  
4 the incentive structure if you choose to use a calendar  
5 trigger, and you can see starting in January 1, 2007 the  
6 incentive is \$2.25 a Watt. January 1, 2008 it bumps down to  
7 \$2.00 a Watt and so forth all the way until December 31,  
8 2016.

9 If you take this same data and plot it on a volume  
10 basis, you can see that you install a smaller amount, our 7  
11 MWs in the first year of the program when the year  
12 correlate. The first year of the program, when the volume  
13 grows, when the volume triggers hit, you have larger and  
14 larger incentive buckets by with which you are covering,  
15 which you paying your incentive.

16 For reference purposes, I put the dash line of  
17 where the current ERP \$2.80 Watt incentive is, so you can  
18 see how that relates to the \$2.25 a Watt goal.

19 The second step is to take the cost effectiveness  
20 numbers and we have plotted those starting in 2007 all the  
21 way through 2016. You can see that they get increasingly  
22 better over time so that the systems are more cost effective  
23 from the perspective of those first time buyers.

24 The last step of the analysis is to combine the  
25 net cost, that net savings, with your market sales, and to

1 put them together graphically. On the Y axis, you have  
2 the number of percent of new homes with 2 KW PV systems. On  
3 the X axis is the net savings in dollars per KWh, and each  
4 point in the year in the analysis is shown, 2007, we had a  
5 net cost essentially of 2 cents with an implied number of  
6 homes of 3 percent.

7 When we hit 2009, we have a zero net savings, and  
8 5 percent of homes are putting in the system all the way on  
9 out to 2016.

10 This chart is intended to say -- there is lots of  
11 data in this thing. There are lots of assumptions, there  
12 are lots of cost projections, cost effectiveness analysis.  
13 This is really designed to say do you believe this is what  
14 is going to happen in the market over time. So, it really  
15 is an implied market demand of in order for us to get to the  
16 goals, this is what needs to happen.

17 You could read the chart in a variety of ways.  
18 One way may be to say, let's look at the point when there is  
19 neither net savings or net costs. We will take the zero  
20 point and said how many new homes need to install when it is  
21 neither positive nor negative, and that number turns out to  
22 be five percent of new homes need to put PV in at that  
23 point.

24 If five percent of the new homes will install PV  
25 systems at the evaluation point, your 400 MW goal is

1 reasonable, your \$300 million budget is realistic, and the  
2 incentives should start at \$2.25 a Watt and decline 25 cents  
3 per year.

4 If it is not reasonable, you should say, well,  
5 which of these goals do we want to change, do we change the  
6 budget, do we change the MW goal, do we change the incentive  
7 rate, what needs to change. Those are really your three  
8 options to change to affect that market demand. The  
9 incentive rate starting, the MW goal, and the budget.

10 As we look forward in terms of progressed tracking  
11 and corrective action, that demand curve may need additional  
12 marketing efforts to achieve greater market demand, or if  
13 you track that and it doesn't meet your goals, you may need  
14 to adjust your budget or MW goals in response to actual  
15 market demand over time.

16 CHAIRPERSON PFANNENSTIEL: Tom, I think before we  
17 open this to general discussion, which is really the next  
18 step, I just want to make sure I understand your 35 percent  
19 market growth assumption. I think all of this sort of  
20 hinges on that. We talk a little bit about where that came  
21 from and what happens if that is off.

22 DR. HOFF: What we did, again, this is a good  
23 question. One of the real tough parts of this is there is  
24 methodology and numbers of where do you get these from.  
25 What we did was we looked at the world market growth in a PV



1 world market growth. You have some places like Germany that  
2 are growing at 50 percent per year. You have some places  
3 that are growing at less. We took the average number as  
4 reported by Solar Buzz for the world market growth of PV in  
5 2005. It was 34 percent, we rounded it up to 35 percent.

6 CHAIRPERSON PFANNENSTIEL: Thanks.

7 PRESIDING MEMBER GEESMAN: Tom, where did you get  
8 your tax bracket assumptions?

9 DR. HOFF: These are marginal tax brackets, and so  
10 we assumed that the homeowners putting in the systems will  
11 be making less than \$180,000 a year on an adjusted gross  
12 basis and greater than I think 60. So, it is a pretty big  
13 band for the 28 percent. It is really based on what is the  
14 homeowners income level.

15 PRESIDING MEMBER GEESMAN: Did you corroborate  
16 that with any data about who buys new homes or who among new  
17 homebuyers is a likely solar purchaser?

18 DR. HOFF: We have not done that piece, no.

19 PRESIDING MEMBER GEESMAN: In the 28 and 9, that  
20 is before the taxpayer takes any deductions or his  
21 conventional home mortgage and associated property and  
22 income taxes?

23 DR. HOFF: It is based on the adjusted gross  
24 income. You take off, you take your income, you subtract  
25 your IRA deductions and those things, and you get to the

1 point right before you start doing your standard deductions,  
2 so it is based on the adjusted gross income number.

3 PRESIDING MEMBER GEESMAN: Thank you.

4 MR. TUTT: Tom, you had a slide which showed the  
5 current ERP incentive compared to the \$2.25 a Watt start of  
6 this new program, and I just wanted to make sure that  
7 everyone understood that the ERP incentive is expected to  
8 take a slight jump down to \$2.60 in July of this year. So,  
9 there will be an intermediate level phasing in between the  
10 current level and the start of this new program.

11 DR. HOFF: I am sorry I didn't point that out.  
12 Thanks, Tim.

13 PRESIDING MEMBER GEESMAN: Let's go to blue cards.  
14 Anyone that cares to address us, if you would fill out a  
15 blue card, it would be helpful.

16 Rob Hammon from ConSol.

17 MR. HAMMON: Thank you. Good morning, to the  
18 Commissioners, Staff, and public, and Chairperson  
19 Pfannenstiel, congratulations on your new appointment.

20 I am Rob Hammon from ConSol. I would like to just  
21 start by saying I support the staff draft. I think it is a  
22 lot of hard work that has gone into it. There is a growing  
23 need for new housing in California, and there is the  
24 opportunity with this program to make it more efficient and  
25 incorporate renewable energy. I think that is a strong and

1     worthwhile goal.

2                 This program provides an opportunity to provide  
3     sustainable voluntary program that would encourage the  
4     construction of highly efficient homes with solar. It is to  
5     that end that we want to make sure the program is designed  
6     to work that way.

7                 There is demonstrated consumer interest in  
8     photovoltaic, and that interest has provided an opportunity  
9     in the market to encourage higher levels of efficiency when  
10    coupled with the solar as Tom mentioned. That is a  
11    demonstrated effect to my way of thinking.

12                I support the concept of a two-tiered approach  
13    with a minimum being at about 15 percent over Title 24 plus  
14    a higher tier that would be targeted at perhaps as high a 50  
15    percent bill reduction based upon things that we have done  
16    within the Building America Program.

17                I recommend that there be additional benefits at  
18    the second tier that would encourage builders to go there,  
19    and I look forward to working with staff and this Commission  
20    to help design that.

21                I am concerned about coupling the program to  
22    EnergyStar. There seems to be a coupling of 15 percent over  
23    code in the EnergyStar Program. I think you should go with  
24    a percentage over Title 24 and not coupled to EnergyStar.  
25    There are some things within that program that are starting

1 this year that may be detrimental. There are some things in  
2 the out years that could threaten the program.

3 I recommend a delay in the coupling of the program  
4 to advanced metering. I don't think the utilities are quite  
5 ready to do that in 2007. So, that could be done in the out  
6 years.

7 I am concerned a little bit about the starting  
8 incentive levels, they seem a little bit low, but that is  
9 something that hopefully we can work on over time. I am  
10 concerned also about the complexity of the third-party field  
11 inspections. We need to make sure that we couple 100  
12 percent inspections by the installer with third-party  
13 inspections by raters and make sure we balance the technical  
14 strengths of the two so that it is a workable system,  
15 workable in the field.

16 I think we need to work together to make a simple  
17 viable program that can encourage energy efficiency and  
18 renewables in new homes, and I look forward to working with  
19 you toward that end. Thank you very much.

20 CHAIRPERSON PFANNENSTIEL: Rob, as you know, I've  
21 been concerned about having a program that is overly  
22 complex, at least at the beginning. While I think what we  
23 have heard today is a lot of really excellent analysis and a  
24 good way of beginning, I'd like your thoughts on whether it  
25 appears to be going in a way that is too complex in terms of

1 the incentive levels, expected performance based incentive  
2 levels.

3           You commented that you thought the third-party  
4 inspections might be too complex. Overall, what do you  
5 think the trade off is there?

6           MR. HAMMON: I think we are headed in the right  
7 direction. Bill and his staff and I have had some  
8 discussion about how to do this, and I think we are headed  
9 in the right direction of making the program simple to  
10 operate. I think having two tiers rather than a sliding  
11 performance is a simplification that is worth while. Having  
12 the incentive be up front and calculated on the performance  
13 estimated by a model that Bruce has been working on, makes  
14 sense.

15           I think they have done a lot of things to simplify  
16 the way that it can work. When we first started talking  
17 about the third-party inspections, they were going to go up  
18 on the roofs and do measurements, and I think we just need  
19 to -- that is gone, thank you very much, Bill. I still see  
20 measurements being made on the solar contribution that may  
21 be problematic in the field.

22           We just need to work through those things and make  
23 sure that it is something where the instrumentation is  
24 simple and affordable for a rater but also there is little  
25 margin for error in something that may not need to be

1     terribly precise in terms of a third-party verification.

2             I think what you want to do is rely on the 100  
3     percent inspections by the installer where they are doing a  
4     lot to verify that you are going to get the expected  
5     performance and that you keep the third-party rater part  
6     fairly simple, enough to insure that installer did what they  
7     were supposed to do.

8             PRESIDING MEMBER GEESMAN:   Thanks, Rob.

9             MR. HAMMON:   You're welcome.

10            PRESIDING MEMBER GEESMAN:   Juliette Anthony,  
11     Californians for Renewable Energy.

12            MS. ANTHONY:   Good morning.   I am Juliette  
13     Anthony, and I have to clarify that I am no longer with SPG  
14     Solar.   I resigned in May intending to retire, and I am a  
15     non-profit junky, and I got offered this position with  
16     Californians for Renewable Energy, so I am back working part  
17     time.

18            I wanted to say one thing that if you are talking  
19     about simplification, I have to say that incentives based on  
20     performance is the simplest way.   You don't have to have  
21     third-party inspections, you don't have to have all of this,  
22     and it is the most accurate and the most simple way to go.

23            Building on that, I have a chart here, which I did  
24     give to Martha Krebbs several months ago, from the  
25     International Energy Agency, and it talks about highly

1 integrated systems on slope roof, and it talks about the  
2 raise in temperature because of lack of air circulation. I  
3 am quoting here, "This results in a loss of 10.3 percent."

4 I noticed in your proposal that you were hoping to  
5 put the most emphasis on the hot areas. At peak times, that  
6 may not produce the energy that you are looking for. If it  
7 is a performance based incentive, it doesn't matter because  
8 you will get the performance.

9 If you are planning to give those people higher  
10 incentives, I would definitely not think for the rate payers  
11 point of view, they would get the best bang for the buck.  
12 The second thing I would like to say is that you are  
13 planning to put small systems, 2 KW that produce 3,050 KWs a  
14 year when the homeowner is using 8,000. So, what you would  
15 be doing is not what the ERP Program has been doing up to  
16 now, which is to zero out at some point the energy usage in  
17 the home, you are just shaving a small amount off.

18 Now every house that you go to it costs to go up  
19 and down and up and down, and I am wondering if putting tiny  
20 systems -- many of these new homes are mansions, frankly, I  
21 am wondering if that is the best use of the panels, when we  
22 are short paneled, and you are not getting the production  
23 that is going to allow the homeowner to really avoid raising  
24 electricity prices.

25 I am now working for the ratepayers. Thank you.

1           PRESIDING MEMBER GEESMAN: Thank you. Bill Kelly,  
2 Powerlight Corporation.

3           MR. KELLY: Bill Kelly. Thank you for hosting  
4 this event. We were excited to see the program getting  
5 underway in plenty of time for the industry to plan for its  
6 implementation next year.

7           A couple of things I want to mention. I am  
8 extremely concerned about the complexity that is being  
9 introduced in the incentive program, where I think all of  
10 the ideas that make sure the systems are installed properly  
11 are important. I think that right now from my perspective  
12 in working with quite a few builders in the industry, we are  
13 reeling from getting rebates in place, applied for, and  
14 secured for projects, and what I am hearing is actually  
15 quite a bit more criterion being added to the application  
16 process.

17           One simple thing towards this performance based  
18 criterion, many of the builders will be planning solar on  
19 communities that they don't know the actual homes that will  
20 be installed on each lot. So, it will make it virtually  
21 impossible for them to predict the incentive for that lot  
22 when they reserve that incentive as a result.

23           The other thing that one of the assumptions in the  
24 incentive structure is that in '07, that there would be  
25 3,500 homes, I believe, was the number assumed at year one,



1 and then building at 35 percent a year from there. I don't  
2 think that is a likely quantity to start with. If we start  
3 with a far lower quantity, the impact is severe on the  
4 penetration of solar in the new homes market. I think that  
5 really should be considered particularly when the  
6 recommendation has dropped the incentive about 25 percent  
7 from what it is today in the beginning of '07. I think that  
8 might be difficult to achieve the early goals of 3,500 homes  
9 next year, both dropping the incentives and make the  
10 incentives more complicated for builders to apply for and  
11 secure.

12 Overall, I would like to say that the fact that  
13 the Commission can provide support to builders and  
14 guidelines and inspections to make sure systems are  
15 installed properly, I think that would be very helpful, and  
16 I actually welcome the builder community that they would  
17 have, for example, some certification process to get  
18 assurances that they are getting systems installed properly.

19 Ultimately, I think that the builders that are  
20 doing this are doing it for customer satisfaction, and there  
21 is real incentive on their part that they get systems that  
22 are performing or if they are relying on that for customer  
23 satisfaction.

24 Thank you.

25 PRESIDING MEMBER GEESMAN: Thanks very much. Mike

1     Keesee, SMUD.

2             MR. KEESEE: Good morning, thanks for the  
3     opportunity to speak today. I have some prepared comments  
4     that we've dropped off. I will try to keep my comments  
5     brief, but there is a lot of stuff here that we have. So, I  
6     am going to try to go through these in bullet fashion, and  
7     then try and address some of the issues that I saw come up  
8     that I just saw this morning real quickly.

9             The first thing that I think we would like to say  
10    is that SMUD supports the idea of going to the highest level  
11    of efficiency from the get go. There are several reasons  
12    for this.

13            One is based on our program experience and as  
14    background, just so those that don't know, SMUD has been  
15    working with builders on solar since the year 2000 where we  
16    first required builders go into our efficiency program at  
17    that point, and they went in at a highest level for those  
18    builders that participated in that particular program.

19            Since 2003, we have been participating with the  
20    Department with Energy Building America Program, which we  
21    are now going to use as a model for our new construction  
22    program starting with the change out in 2008, it is our  
23    opinion that we need to make the cost effective and the  
24    maximum amount of investment in the energy efficiency  
25    measures in the home first before we put on any kind of

1 renewable energy or energy source at all on the home.

2           Finally on that regard, we are under contract with  
3 the National Renewable Energy Lab NREL, who is the Building  
4 America Program Administrator for DOE, and we were asking  
5 them to look at what we should be looking for in the near  
6 future on energy efficiency measures that reports in draft  
7 stage now. When it is final, we will be happy to make a  
8 copy available to the Energy Commission.

9           It is very interesting, but one of the conclusions  
10 which is in our written comments, states that it is much  
11 more cost effective to put a 2 KW system on a very highly  
12 efficient home, meaning a home that meets the Building  
13 America standards and do so particularly on peak resource  
14 needs, meaning our peak demand needs, than to put a 4 KW  
15 system on a Title 24 compliant home. That in itself I think  
16 is a very powerful argument to set the incentive levels as  
17 high as possible.

18           Another reason is that you have a very limited  
19 amount of resources to take on a very big job, and we at  
20 SMUD have taken the approach of doing these high efficient  
21 homes with PV in sort of demonstration way, and we think  
22 that is the best way to sort of demonstrate to the builders  
23 what is actually achievable. It also provides the biggest  
24 marketing push or draw or whatever you want to call on to  
25 it. In a sense, it will lead to what we think is market

1 transformation because that is really what I think you want  
2 to look for in this program, as well as putting glass on  
3 roofs, as we say.

4           There is the opportunity here to really transform  
5 the new residential market to something provides a product  
6 that is the most energy efficient and energy producer as  
7 well. It is an opportunity that shouldn't be missed. We  
8 have during the program experience of SMUD's solar programs,  
9 lots of experience certifying and warranting of system  
10 components.

11           We have installed a number of systems in SMUD  
12 under SMUD's banner if you will. We were the installing  
13 contractor and the like, and we can share with staff or  
14 otherwise, some of the issues that we've come up against.  
15 This issue of third-party inspection is a tricky one because  
16 it is not an easy thing to go out and certify the  
17 performance of a PV system.

18           For example, one of the things we do when we go to  
19 troubleshoot a system is that if you really want to know  
20 what is going on and you can't get it right away, you've got  
21 to do what is performed an IV Curve Analysis. An IV Curve  
22 tracer is a specific piece of technology that you have to  
23 purchase, and it is not inexpensive, and you cannot avoid  
24 getting on the roofs. You have to take module temperatures,  
25 you have to get the right tilt and so on and so forth. It

1 is not an easy thing, there are some issues there. Again,  
2 we would be happy to share with staff and the Commissioners  
3 more in-depth about that.

4 One of the things we do do currently, however,  
5 under our retrofit programs and I am going to adopt it here  
6 soon in my new home programs, is that we do require the  
7 installer to produce a commissioning report which can be  
8 used to verify performance issues in the future.

9 Doing that commissioning report, if it is done by  
10 a third party, the issue there is that the third party has  
11 to be familiar with electricity and how to get into panels  
12 and how to do the measurement using volt meters and amp  
13 meters correctly.

14 I will just say to my friends in the home energy  
15 rating business right now, I don't think the expertise exists  
16 out there yet. I think that is a good point to get to, but  
17 it doesn't exist out there.

18 The last thing I will say about certification on  
19 components and third-party verification is that we support  
20 it, we think it is long overdue, we are members of Power  
21 Mark or we going to join the Power Mark Board of Directors,  
22 and one of the things we need to move towards is the  
23 certification of PV systems in general. That is, the whole  
24 system, not just individual components.

25 Along those lines, we would also urge you to take

1 a look at rating systems by their true AC rating. When we  
2 have done that at SMUD, we have insisted with the  
3 manufacturers we worked with on the projects we worked on,  
4 we put that under our own performance index, which is a  
5 monitoring system we put together with Sandia Labs, and it  
6 becomes a very easy way for us to tell what is going on out  
7 there. If it isn't doing what we think it is, which is  
8 typically over 90 percent of expected production, we know  
9 there is a problem. It is somewhat Juliette mentioned about  
10 KWh production, and that is really the easiest way to verify  
11 the systems are doing what they are supposed to.

12           Quickly on target markets, we would, again, allude  
13 to our program experience and suggest to the Commission that  
14 particularly where you want to target the New Home Solar  
15 Partnership, is to work with the BIA and their local  
16 chapters to put together demonstration programs or projects  
17 with the local builders.

18           Again, we would urge you to look at the DOE model  
19 and work very actively or in partnership with the Building  
20 America Program. They've got the resources in place and the  
21 experience including the consultants and the contacts with  
22 the building industry itself. There isn't a magazine, a  
23 builder magazine, which is their National Oregon, come out  
24 without some mention of green building in the program  
25 itself.

1           They have done a good job of really working with  
2   the builder community in that regard. I would suggest that  
3   would be an excellent way to demonstrate to the builders  
4   what it is that they actually have to do and use that as the  
5   training opportunities. It also, for those builders who  
6   decide to get involved, they are going to reap all the  
7   benefits of it and create some real market demand and pull  
8   we think.

9           You asked about encouraging the publicly-owned  
10   utilities to participate. I think the POU's I guess we are  
11   now called, I always used to say MUNI's, but POU sounds all  
12   right too, is that several of us are getting involved in  
13   this. We have a regular meeting that some of the staff are  
14   aware of. We would encourage the staff and the  
15   Commissioners to get involved with what we call our Muni PV  
16   Manager's Working Group that we meet on a quarterly basis.  
17   Get involved with us there because that is sort of where the  
18   real day to day work happens.

19           Of course, the existing publicly-owned utility  
20   organizations like CMUA and critically NCPA and SCAPPA, the  
21   two power marketing groups that work with the California  
22   municipals, you asked about incentives for PV as standard  
23   versus option, we say it's got to be standard. It is just  
24   that simple.

25           We support what you are doing with the affordable

1 housing. The one thing, we have adopted your 25 percent  
2 adder for the incentive. The one we would suggest would be  
3 to look at figuring out a way of how you can run the solar  
4 system through the common area meter. SMUD is unique in  
5 that we allow that in our service territory, in addition, we  
6 allow for excess production to occur, but in talking, in  
7 fact, I have a meeting with a department person today, when  
8 you start talking tax credits to them, their eyes get very  
9 big because they can pass that along to their investors who  
10 can really do that.

11           You've got to get it as a commercial system. The  
12 way to do that is to run it through the common area meters.  
13 We support the idea of doing the builder marketing support  
14 activities, in particular, whatever you can do to bring the  
15 builders and their subs up to speed on installation on this.  
16 I would suggest that if you do any market research  
17 activities, and, again, we are interested in working with  
18 you on that, is that you use a consultant that has worked  
19 with builders. That is very critical.

20           We think that the term should be extended to 36  
21 months. Every builder we have ever talked to says give me  
22 three years on a project, 24 months is not enough, 36 is a  
23 minimum.

24           A couple of other things here that I would suggest  
25 based on what I saw this morning is that the market is a



1 tricky thing, and I don't have any research. This is sort  
2 of my gut feeling with working with builders the last 15  
3 years is that I think the market has sort of a tipping point  
4 for the introduction of any new product or technology into  
5 that.

6 To me, it is around the 10 percent mark,  
7 particularly if you target leading builders. That is  
8 another thing I would suggest you do with this program in  
9 doing those demonstrations, is go after the leading builders  
10 in that market, whatever that particular sub-market is.

11 If you get about 10 percent of the market going  
12 and it is being done by the heavy weights in that market,  
13 people like D.R. Horton, Centex, or Lennar, guess what?  
14 Everybody else is going to rush after them because they  
15 can't allow someone like that to dominate the market and  
16 have something as a hold over it.

17 That is sort of just a caution in this is that you  
18 might get to this 10 percent mark. We might get there  
19 relatively quickly. We don't know yet, but if you do then  
20 be prepared. That is something that I said to my solar  
21 manufacturing friends as well because they need to provide  
22 the market.

23 Anyway, we welcome the opportunity to work with  
24 the Commission on this. We are happy to share our resources  
25 with you and your staff. We hope we have been -- I know

1 sometimes I get a little testy because of the time, but we  
2 certainly want to cooperate with you as much as we can on  
3 this and look forward to working with you in the future.

4 PRESIDING COMMISSIONER GEESMAN: Mike, let me ask  
5 you on the efficiency side, would you tie the solar program  
6 to EnergyStar or Building America, or would you take the  
7 approach I believe Rob Hammon suggested it of trying to  
8 apply a percentage above Title 24?

9 MR. KEESEE: What we said in our comments is that  
10 we would tie it to the Building America standard as a  
11 target, meaning that you should get as much as you can.  
12 Right now it is around 30 to 40 percent depending on the  
13 model depending on the location. That is our feeling. I  
14 don't think we would support lower efficiency. In fact,  
15 that is what we are working with on our program is a  
16 transition in 2008.

17 PRESIDING MEMBER GEESMAN: Thanks very much.

18 MR. KEESEE: Okay, thank you.

19 MR. PENNINGTON: Mike, I just wanted to thank you  
20 for all the help you've given us related to data and talking  
21 to us, and I appreciate that.

22 MR. KEESEE: Sure, good.

23 PRESIDING MEMBER GEESMAN: Joseph McCabe, Energy  
24 Ideas.

25 MR. MCCABE: Thank you for the opportunity. I'm

1 also working for SMUD right now, and following Mike, he did  
2 a very eloquent job of talking about what SMUD is interested  
3 in. I am there two days a week. jmcab@SMUD.org on  
4 Tuesdays and Wednesdays.

5 Today I will talk fast, and if you will allow me,  
6 put on another hat. I think you guys have done a phenomenal  
7 job with all the layers of complexity. It is this huge  
8 onion that has all these stakeholders and interests and your  
9 staff and Tim has presented it in a very eloquent way, so I  
10 congratulate you.

11 There are some things that I would just like to  
12 bring my awareness to, and it comes from experience from  
13 PIER and other solar activities. Bill Pennington's  
14 presentation was very good. Thank you. There is one thing  
15 that is new in this that a lot of models don't have, and it  
16 is installed normal operating cell temperatures.

17 The second person up here mentioned here. You are  
18 putting systems in hot, dry climates. One unfortunate  
19 aspect of building integration is they get a lot hotter. My  
20 one suggestion is to capitalize the installed. This is  
21 something that is not manufacturer's data. They have normal  
22 operating cell temperature on the modules, but the system  
23 itself has a installed normal operating cell temperature,  
24 and that gives you the effect of all the heat build up, and  
25 that is what will help address the previous person's

1 comments.

2           This presentation is very photovoltaic specific  
3 coming out of the buildings department. The next step  
4 ideally is to integrate that EE into this. The mantra that  
5 Mike mentioned just a mention ago, but I would like to  
6 repeat if I could. EE and PV helps reduce peak. So, the  
7 right kind of EE can put your peak time. It is a wind thing  
8 that PV is now getting into time of use. EE and PV helps  
9 reduce peak. That is just a beautiful thing that hopefully  
10 we can get more of.

11           Stick on the shading issues. I mean it is  
12 something that has not been discussed enough in the industry  
13 and I applaud you for doing that.

14           The other verification, fuel verification.  
15 Ideally in the future, will have an ansi standard on  
16 commissioning photovoltaic systems and possibly  
17 commissioning of efficiency and photovoltaic systems. The  
18 value added in all the systems is increasing and every  
19 commercial building has a commissioning process.

20           It goes from the initial thought, design,  
21 installation, and certification, and so I would hope that  
22 maybe PIER could fund something that is commissioning.

23           Let me reiterate what I do with SMUD. I am  
24 specifically targeting the Solar America Initiative at SMUD.  
25 Right now at the National American Home Builders Association

1 in DC, there is a team meeting on SAI. So, we are kind of  
2 looking at two different activities, the California and the  
3 New Solar Home Partnership and the SAI.

4 One other reiteration of what Mike was talking  
5 about if Building America Program can be used as a model, we  
6 can really get to these goals and objectives for the state.  
7 That is my SMUD hat.

8 If you will allow me to put on my ratepayer of an  
9 investor-owned utility in California hat and wear my Energy  
10 Ideas hat. There is something I am challenged with, and the  
11 solar industry is challenged with its solar hot water.

12 The initial program is great. It talks about  
13 solar hot water twice. One of those is a foot note, it says  
14 photovoltaic 80 times. I think it is a psychological  
15 barrier, and the good news there is we can get over it, get  
16 over the past, and get to the future. Where in my world,  
17 there are lots of places in California that integrated  
18 collector storage combined possibly with on-demand hot water  
19 can really be a good solution.

20 I want to just mention maybe the new guiding  
21 principle at the CEC is the Integrated Energy Policy Report.  
22 I see a lot more fluids in this than ever, water, gasoline,  
23 and liquified natural gas. It is confusing to me to go to  
24 Indonesia, harvest natural gas, put it in a pipe, put it  
25 into a boat, ship it over here, bring it off the boat, put

1 it on a pipe, put it into the residential houses to heat the  
2 hot water when we can do it on the roof at a very low cost.

3 San Diego's reports are showing \$2,500 installed  
4 costs for collectors. What the industry wants if you ask  
5 NREL, Building America solar thermal people, they want \$500  
6 to \$1,000 extra incentives, so this is something I hope I am  
7 not too much of a pebble in your shoe, but this is a time  
8 when photovoltaic next to a solar thermal collector on a  
9 systems approach can really help the goals of the state.

10 With that, I really thank you for what you are  
11 doing, and let me know if I can be of further help. Thank  
12 you.

13 PRESIDING COMMISSIONER GEESMAN: Thank you, Joe.  
14 Kirk Uhler, DRCI Solar Power, Inc.

15 MR. UHLER: Good morning, Kirk Uhler with DRCI and  
16 Solar Power, Inc. With the exception of my friends of Power  
17 Light, we are probably one of the only folks in this room  
18 actually currently selling and installing to new home  
19 builders. DRCI in partnership with (Indiscernible) Solar is  
20 currently under contract in a little over 200 homes to be  
21 built the remainder of this year and into next year.

22 Please forgive the relative disjointed nature of  
23 some of my comments. We covered a lot of ground today. As  
24 somebody that is actually out meeting with home builders  
25 right now, I wanted you to have a little bit of feedback

1 based on this.

2 First of all, everything Bill Kelly, ditto that.  
3 A 24 month reservation, Mike Keesee spoke to that. It is a  
4 step in the right direction away from 18 and toward 24,  
5 however, what you have to understand is if we are going to  
6 attack this at the development stage and start including  
7 solar into development projects before they got sold to  
8 builders, you need more than 24 months.

9 The development stage is largely where a lot of  
10 your major policy decisions are made. When it comes to what  
11 is going to be included in projects in order to mitigate  
12 against other issues like air pollution and those kinds of  
13 things, so solar requirements in larger developments can be  
14 included at the development stage before it gets sold to an  
15 individual home builder. We need to have a good  
16 understanding as we move forward with this. When you are  
17 talking about requirements for orientation, shading, and  
18 those kinds of things.

19 Please understand that an awful lot of local  
20 jurisdictions are making planning decisions away from your  
21 traditional grid-type streets with due south orientations on  
22 either the front or the back of the house. They don't like  
23 seeing those kinds of subdivisions any more. They want to  
24 see meandering streets.

25 When you get outside of the Sacramento area, and I

1 know Sacramento has its own tree ordinance, when you get  
2 outside of the Sacramento area and up into a lot of the  
3 foothill communities, you have oak tree preservation  
4 ordinances that require builders to keep trees in place and  
5 incorporate those into their developments. When it comes to  
6 shading related issues, they are simply unavoidable based on  
7 the mapping process. Please have a process that makes  
8 allowance for those.

9 We need to create a process that allows for the  
10 "upsale". One of the marketing tools that we are using in  
11 talking with homebuilders is discussing with them putting  
12 systems, minimum size systems on all homes or a certain  
13 percentage of homes and then creating the upsale opportunity  
14 on solar just like they do with carpet and counter tops.  
15 Create that incentive for the builder in the sales process  
16 to participate in selling a larger sized system by creating  
17 that upsale opportunity.

18 So, a rebate program that allows for that upsale  
19 opportunity and gets the builder engaged in that, would go  
20 along way towards putting larger systems on more homes.

21 Please pay attention to creating focus in the  
22 market poll area. Every builder we meet with asks the  
23 question do you have the market data that shows that people  
24 want this, is this simply one more thing that we are going  
25 to have to shove down their throats versus do people really



1 want this. Certainly respecting the fact that your program,  
2 the CPUC's programs, and how you spend money respectively  
3 are larger different. If we can take some of those Flex  
4 Your Power dollars that we see on all those ads, and  
5 redirect some of those to generate your power dollars or  
6 something along those lines, creating the market poll is  
7 integral to getting the builders to feel like this is  
8 something they want to incorporate.

9 Mr. Hoff's assumption of the price per Watt  
10 installed, a lot of the numbers that we saw were based off  
11 an assumption of \$8.50 a Watt installed. Please understand  
12 that building integrated photovoltaic is more expensive than  
13 what you have historically experienced with retrofit solar.

14 Retrofit solar, which I believe most of these  
15 numbers would be based off, Tom, unless I am missing  
16 something because you are looking at the historical data  
17 used the traditional glass panels, and retrofit installers  
18 have a lesser insurance requirement than those of us that  
19 work on new home roofs.

20 The insurance requirement for those of us that get  
21 on new homes in six to eight times what it costs for  
22 retrofit installers. So, please understand that there are  
23 other market forces that are going to affect that \$8.50 a  
24 Watt price. I don't know about Bill, but we are a ways from  
25 being there yet.

1           A comment was made earlier about tiny systems on  
2   mansions. Please, any step toward incorporating solar onto  
3   any house is a step in the right direction. We are  
4   currently on the roof in a 84-unit subdivision in Redding  
5   that range in size from 1,600 square feet to 2,700 square  
6   feet. They are all going with 2 KWs. The 1,600 square foot  
7   model, we had a real tough time finding proper roof space  
8   that was going to allow us to actually get 2 KWs on those  
9   roofs. We are not dealing with tiny systems on mansions  
10  when it comes to these production home builders.

11           I will just finish by saying please when dealing  
12  with the new home builders, understand that making it simple  
13  is so much better. We go out and we try to sell this to  
14  them by allaying their fears, by separating them from the  
15  worry of all the requirements, and we try to take a lot of  
16  those responsibilities on ourselves. The way we try to  
17  explain it to them is, look, yes, after the first -- with  
18  the first couple, we will work through this together, but  
19  pretty soon, we are going to show you how working with us is  
20  like working with a contractor. We will show you how we  
21  get included into your critical path, when you call us  
22  versus how we integrate when you are referring your  
23  electrician.

24           We are designing that system to make it easy and  
25  allay their fears so I think making it easy and creating a

1 market poll are the two biggest ingredients in making this  
2 successful for new home builders. Thank you.

3 PRESIDING MEMBER GEESMAN: Thank you very much,  
4 Kirk. Noah Horowitz, NRDC.

5 MR. HOROWITZ: Good morning, Commissioners and  
6 staff. I am Noah Horowitz with NRDC. I am an energy  
7 efficiency nerd, not a solar expert, so with that temper my  
8 comments, but in general, we are very encouraged by the  
9 wholistic approach that has been used in considering where  
10 to go here, and it is very encouraging that we are linking  
11 energy efficiency and renewables rather than fighting  
12 against each other, give me the money for renewables, we  
13 don't do efficiency and hear everything is aligning up  
14 nicely.

15 One thing in the analysis, we have seen everything  
16 based on a 2 KW system, and maybe there is more data  
17 available, but I want to make sure is that the right place  
18 we should be placing all of our eggs. Go into this what was  
19 very appealing to me is let's put a lot more energy  
20 efficiency and because that is lower first cost and more  
21 cost effective, and as such, you can reduce the size and  
22 hopefully the cost of the system. I haven't seen a  
23 comparison of how all of that plays out and why we landed at  
24 2 KW.

25 Next I want to comment, I saw a lot of different

1 places that were going to require certification of  
2 individual systems or components or maybe the whole system,  
3 and in general, that is a trend we support. One word of  
4 caution, though, is creating these systems takes a lot of  
5 time. I still have scars from helping found the Cool Roof  
6 Rating Council, that took several years just for what's  
7 reflectivity of roofing material.

8           So, let's make sure if we do have those  
9 certification systems, we look at the time when we need them  
10 and get going on those.

11           In terms of the performance verification, is the  
12 system performing as promised, are we getting our money's  
13 worth for the rebates. A lot of thought has gone into it,  
14 and I think we need to continue to work with the different  
15 stakeholders. So, what is it that we need to verify the  
16 performance of who is going to do that performance and what  
17 percent of the homes will have that performance testing  
18 done. We have gone over this, and at times contentious, but  
19 it is an important dialogue to have.

20           Next I wanted to comment -- stole my thunder, and  
21 I was glad to see it, hot water heating, roof tops, solar,  
22 hot water heating, wasn't part at all of today's  
23 presentation. That has much faster pay backs and is more  
24 cost effective than roof top PV, yet we didn't hear about  
25 it, and it is struggling in the market. Is there a way to

1 integrate the whole thinking here, in particular, when one  
2 is trying to sell this to a consumer, what is that piece  
3 missing. So, if there is a way to integrate it and further  
4 help the branding, that would be great.

5 In terms of branding, there are energy efficiency  
6 programs now, there are various zen homes programs, how does  
7 this fit into all of this, so what is the home that meets  
8 the more energy efficiency threshold, also has roof top PV,  
9 may also have the roof top hot water heating system. What  
10 is that called. We've got four letters EE PV, PV is the  
11 head of the CPUC, and I don't think we want to call them PV  
12 homes, but it is probably something between that and  
13 EnergyStar that would make a lot of sense.

14 Those are my comments, and, again, I am very  
15 encouraged by where we are going.

16 PRESIDING MEMBER GEESMAN: Thank you, Noah.  
17 Dick Lowry, Sharp Solar.

18 MR. LOWRY: Hello, I'm Dick Lowry from Sharp  
19 Solar. I just have a few brief comments. We at Sharp are  
20 very excited about this program. We think it is very well  
21 thought out and very well designed. I'd like to highlight a  
22 few things that could potentially be bumps in the road. We  
23 would of course like to see a smooth ride.

24 We strongly support the use of expected  
25 performance base payments and up front payments. We think

1 that long term drawn out payments will create a liability  
2 for home builders they will be unwilling to take on.

3 In terms of energy efficiency, we very much  
4 support the intent of linking energy efficiency with solar.  
5 We just want to make sure that as this process goes along,  
6 we keep in mind that we make sure that EE doesn't become --  
7 I'm sorry, that we don't set the bar so high as to create a  
8 barrier to potential participants to the program. We would  
9 like to make sure that the standards are not so high and if  
10 the incentives are not high enough, the builders won't  
11 participate in either the EE or the solar benefits that we  
12 are offering here.

13 That is all I have to say.

14 PRESIDING MEMBER GEESMAN: Thank you very much.  
15 Bob Raymer, CBIA.

16 MR. HAMMON: May I speak for Bob, he had to leave  
17 for the Legislature.

18 PRESIDING MEMBER GEESMAN: Sure you can, Rob.

19 MR. HAMMON: I am reading his notes.

20 MR. TUTT: Now is your opportunity Rob to say  
21 whatever you want for Bob.

22 MR. HAMMON: Thanks, Tim, it is always good to be  
23 up here twice. I'll limit myself to Bob's comments. He is  
24 concerned about several issues. One is that the time period  
25 be 36 months, three years, rather than 24 months. The up

1 front incentive is critical because what we are doing is  
2 bringing in the builder to do this, and not the consumer.  
3 So, the incentive needs to be up front in order to make that  
4 happen.

5 He is concerned about the linkage to your  
6 EnergyStar because it is problematic, especially in the 2008  
7 and beyond period. He feels that a 15 percent first year  
8 incentive is vastly preferable. He feels that the initial  
9 starting point for the rebate level is low at \$2.25 a Watt.  
10 He thinks that within 2007 and 2008, we are looking at a  
11 product shortage, and in order to deal with that, the prices  
12 are going to be high, continue to be higher than predicted  
13 some time ago, and that \$2.25 is inadequate to deal with  
14 that.

15 He is concerned about the product certification,  
16 just is unaware of what the status of that is. He wonders  
17 whether that can be up and ready by the start of the program  
18 in January 2007. If not, he is suggesting that there may be  
19 a self certification process similar to what was done with  
20 NFRC where there was a stage-in process that allowed the  
21 certification to happen.

22 He supports the idea of certification, just  
23 doesn't want the program to be held up by the lack of a  
24 process.

25 Looking forward to working with this, and I am

1     sure he will provide written comments.  Thanks.

2                 PRESIDING MEMBER GEESMAN:  Thank you very much,  
3     Rob.  That exhausts my supply of blue cards.  Is there  
4     anyone else in the audience that cares to address us?  
5     Anybody on the phones?

6                 MS. ANTHONY:  (Inaudible.)

7                 PRESIDING MEMBER GEESMAN:  Sure, come on up.

8                 MS. ANTHONY:  I am Juliette Anthony, again, from  
9     CARE.  I wanted to say that the developments that I have  
10    been visiting, the houses are 3,500 to 3,700 square feet.  
11    This is not a one-size all fits technology.  Usually with  
12    the retrofit industry, which I have been working with for  
13    five years, you suit the solar system to the size of the  
14    home and the expected energy usage.  You don't just  
15    categorically put 2 KW on every single house because we do  
16    have a wide range of developments in this state.

17                Some are the smaller homes like the 1,600 square  
18    foot home, but many of the developments which I have been  
19    visiting lately in American Canyon in Vallejo, which is on  
20    my way home from Sacramento, these are very large houses.  
21    So, I just wanted to clarify that there is a wide range of  
22    housing sizes in developments.  Thank you.

23                PRESIDING MEMBER GEESMAN:  Sir, come on up.

24                MR. HAMILTON:  Good morning and thank you.  My  
25    name is Tom Hamilton, I am the Executive Director of CHEERS.



1 We are one of the HERS providers that Bill had mentioned.

2           Concerning a third-party verification, a lot of  
3 concern about it. Much of it is valid, however, the issue  
4 is we are not sure what the protocols are yet on what has to  
5 be verified and how you verified. There are a number of  
6 programs that are out there that do require some kind of  
7 verification for solar, but until the Energy Commission  
8 produces something, then we will know the impact of it and  
9 certainly similar to the '05 standards, there was a lot of  
10 uncertainty if the industry could respond, and we have  
11 responded.

12           Part of our training curriculum is we have modules  
13 so that raters could be certified in a particular module,  
14 and we have plenty of raters in the state. We currently  
15 have over 500 -- I am sorry, 800.

16           I would support what Rob was saying about the 15  
17 percent and the other percentage level. That makes it much  
18 easier, and then that addresses the issue of builders not  
19 knowing what homes can go on a lot, but they know if that  
20 home is going to be 15 percent or 50 percent, whatever the  
21 level is.

22           Then the last question is an important one or a  
23 last comment was about the marketing, is that you have to be  
24 able to answer the question of why does a builder want to do  
25 this, and through that marketing is create that poll of

1 ultimately the consumer saying I want this and looking at  
2 studies that have now caused the car companies to produce a  
3 variety of hybrid vehicles, there is consumer demand, and  
4 there was research behind that. Thank you.

5 PRESIDING MEMBER GEESMAN: Thanks very much.

6 Anyone else? Yes?

7 MS. HEBERT: Good morning everybody, my name is  
8 Elaine Hebert, and I am wearing several hats. I work here  
9 at the Energy Commission in the Title 24 office, and I also  
10 am a volunteer promoting solar energy and have been doing so  
11 for quite a few years through the American Solar Energy  
12 Society and local chapters.

13 A couple of things I haven't heard discussed  
14 today, and I don't know if they have been discussed in some  
15 other form, but I just want to get it on the record a couple  
16 of things. I'll address several different topics here.

17 Wearing my energy efficiency hat, I am feeling a  
18 little bit jealous that there is going to be some amount of  
19 verification of the PV systems when I think we still need  
20 some work in verification of the energy efficiency side.

21 I am in a position here at the Commission where I  
22 get to hear about Title 24 compliance that is lacking, that  
23 plans are submitted to building departments with certain  
24 Title 24 levels of efficiency, and then they are not  
25 enforced and they are not implemented in the field, and I

1 have concerns about that, that the energy efficiency side  
2 needs to be real, and is there a plan to verify the energy  
3 efficiency side, especially if we are going quite a bit  
4 beyond Title 24.

5 I have been listening upstairs on the internet  
6 broadcast, so I've been hearing some of the comments. I am  
7 concerned about photovoltaic manufacturing capacity over  
8 time and supply. I haven't been following that closely, but  
9 I have been hearing that there are problems, and I know that  
10 some PV companies are planning an expansion of their  
11 manufacturing plants, but I am not sure if it is going to be  
12 matching what we are expecting to see here in California and  
13 how is the availability of silicon and all of that kind of  
14 thing.

15 Are there other PV technologies that are coming  
16 around besides silicon, and I am not sure about that, but it  
17 is something to consider. Are the efficiencies of PV going  
18 to be changing over time, are we making progress in those  
19 areas.

20 I have also been hearing and reading that housing  
21 is starting to take a down turn, and I am just bringing up  
22 the possibility that our projections for numbers of houses  
23 to be built in the future may not meet that same projected  
24 increase if the trend we are starting to see right now  
25 continues. So, just another thing to put into the

1 calculations.

2 I'm concerned for the perspective of building  
3 departments who will be having to look at the plans as they  
4 come in and plan checkers are not always as aware of energy  
5 issues as it is now with Title 24. To have them have to  
6 look at now a whole other besides energy efficiency, they  
7 will be looking at the solar systems and we will need to  
8 work the building departments to make sure that the initial  
9 people who look at the plans are up to speed on what they  
10 are looking for and can translate that to the other parts of  
11 the building department that are involved like the building  
12 inspector part.

13 We have also being some data when we are looking  
14 at energy efficiency in roofs and cool roofing, we have been  
15 seeing some data that show that if you have an air gap  
16 between the top of the roof deck and the underside of the  
17 roofing materials, you get some what of a benefit in energy  
18 efficiency. Less heat penetrates into the attic, and,  
19 therefore, into the rest of the house. You get some benefit  
20 right off the bat just by having an air gap. In some cases,  
21 it is only three-eighths of an inch or two and inch and a  
22 half, something like that.

23 With building integrated PV and I've heard some  
24 comments where we don't have any ventilation and the roof  
25 temperature, the PV temperature might get hotter and be less

1 efficient. We might look at some kind of ventilation space.  
2 I know that Atlantis Energy that has building integrated  
3 product has been building with an air gap, at least a couple  
4 of years ago when I was following this more closely. I  
5 think they did it to keep the PVs more efficient and have  
6 that air circulating underneath.

7           One more thing. In a forum in this very room  
8 several months ago, we had a debate about how recent and  
9 accurate are the weather files that back up Title 24, and I  
10 think we are seeing unusual weather patterns even right now  
11 right here with our cloudiness today. Is this a temporary  
12 trend, or is there actually, you know, some global climate  
13 change happening that will effect our projections of PV  
14 production and PV efficiency and that sort of thing.

15           I note that we weren't planning to update the  
16 weather files anytime soon, but it might be something that  
17 might become more important if the data from 30 years ago,  
18 which I think is what we are using, if the weather has been  
19 shifting in that time. So, just something to think about.

20           PRESIDING MEMBER GEESMAN: Thank you, Elaine.  
21 Anyone else? Going once, going twice. I want to thank  
22 everybody for your participation. We have held open the  
23 docket until Friday, June 16 for additional comments.

24           Do we have someone on the phone? Fair enough. As  
25 I was saying, we do have our docket open until Friday, June

1 16 for the next round of written comments. I would  
2 encourage anyone that feels a desire to comment on any of  
3 the discussion here today, to please submit written  
4 comments. We have already received a great number of  
5 comments that were filed before the workshop.

6 This is the first of a number that we will have  
7 going forward, and I certainly invite you to attend those as  
8 well.

9 We will be adjourned.

10 (Whereupon, at 11:46 a.m., the workshop was  
11 adjourned.)

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## CERTIFICATE OF REPORTER

I, PETER PETTY, an Electronic Reporter, do hereby certify that I am a disinterested person herein; that I recorded the foregoing California energy Commission Workshop; that it was thereafter transcribed into typewriting.

I further certify that I am not of counsel or attorney for any of the parties to said workshop, nor in any way interested in outcome of said workshop.

IN WITNESS WHEREOF, I have hereunto set my hand this 21st day of June, 2006.

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